

## Message Text

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ORIGIN ARA-10

INFO OCT-01 ISO-00 EB-07 AGR-05 COME-00 L-03 SAB-01

CIAE-00 INR-07 NSAE-00 SS-15 NSC-05 SP-02 /056 R

DRAFTED BY ARA-LA/PAN:ENADEAU:JVC

APPROVED BY ARA/PAN:RWYROUGH

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P 082242Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY PANAMA PRIORITY

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E.O. 11652: N/A

TAGS: EIND, PN

SUBJECT: UNITED BRANDS/GOP NEGOTIATIONS

1. WALLACE BOOTH, PRESIDENT AND CHIEF EXECUTIVE OFFICER, UNITED BRANDS COMPANY, MADE COURTESY CALLS ON AMBASSADOR BUNKER AND MINISTER BELL AND HELD DISCUSSIONS WITH OTHER DEPARTMENT OFFICIALS LAST WEEK.

2. BOOTH INDICATED NEGOTIATIONS WITH GOP WOULD BE RESUMED WEEK OF SEPTEMBER 8. BOOTH BELIEVES GOP MORE INTERESTED IN OBTAINING TITLE TO LANDS THAN IN OPERATING PRODUCTION FACILITIES AT THIS TIME. HE ALSO NOTED THAT GOP PROBABLY NOT IN POSITION TO PROVIDE COMPENSATION FOR PHYSICAL ASSETS EXCLUSIVE OF LAND ON WHICH HE PLACED A VALUE OF ABOUT 50 MILLION DOLLARS.

3. UNITED BRANDS PROPOSAL PROBABLY WILL INVOLVE GIVING GOP LANDS AT LITTLE OR PERHAPS EVEN NO COST WHILE RETAINING PRODUCTION OPERATION AND RELATED ASSETS. OTHER ASPECTS OF PROPOSAL INVOLVE PUTTING TAX AND OTHER TYPES OF BENEFITS ON SAME BASIS AS NEW INVESTMENTS GOING INTO PANAMA. AS  
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QUID PRO QUO, UNITED BRANDS HOPES TO HAVE GOP TAKE OVER

EDUCATION AND PERHAPS OTHER SOCIAL SERVICES NOW PROVIDED  
BY COMPANY.

4. BOOTH'S POSITION QUITE FORTHCOMING ON QUESTION OF  
LANDS AND EVIDENTLY OPEN ON QUESTION OF PANAMANIAN  
PARTICIPATION IN PRODUCTION OVER TIME, IF ADEQUATE  
COMPENSATION ARRANGEMENTS CAN BE WORKED OUT. IN ADDITION,  
BOOTH EXPRESSED INTEREST IN COOPERATING WITH GOP ON  
AGRICULTURAL DIVERSIFICATION EFFORTS.

5. BOOTH IS PLANNING ORIENTATION TRIP TO PANAMA FOR  
SOMETIME IN OCTOBER.

6. DEPARTMENT OFFICIALS INDICATED THAT WHILE A LOW  
PROFILE FOR U.S. IN CONNECTION WITH UNITED BRANDS/GOP  
NEGOTIATIONS WAS BEST PRESENT COURSE, WE WOULD BE PRE-  
PARED TO ASSIST AT SOME POINT IF CONSIDERED APPROPRIATE  
AND USEFUL. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
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**Current Classification:** UNCLASSIFIED  
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**Draft Date:** 08 SEP 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
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**Disposition Case Number:** n/a  
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**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
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